

# INDEX TO EXHIBITS TO APPLICATION FOR FARE INCREASES ON ANGEL ISLAND STATE PARK/SF SERVICE

EXHIBIT A – Blue & Gold Fleet, L.P.'s Current Filed Tariff Page of Rates for North Bay Service Routes

EXHIBIT B – Schedules B1, B1a, B2, B3, B4, B5, B6: Actual Income and Expenses for 2015

EXHIBIT C - Schedules C1, C1a, C2, C3, C4, C5, C6: Projected Income and Expenses for 2016

EXHIBIT D - Appendix D: Chart of One-way Ticket Sales 2012 - 2015 and Projected for 2016

EXHIBIT E - Blue & Gold Fleet, L.P.'s Financial Statement as of December 27, 2015

## EXHIBIT A

Blue & Gold Fleet, L.P.'s Current Filed Tariff Page of Rates for North Bay Service Routes

#### BLUE & GOLD FLEET, L.P. (VCC-77) – NORTH BAY SERVICE ROUTES Fuel Surcharge Supplement No. 9 Cal P.U.C. No. 2 To 14<sup>th</sup> Revised Page 8 ITEM Number 100

| SECTION 2                          | PASSENGER FARES (in dollars and cents per passenger) |           |            |             |           |                    |
|------------------------------------|--|-----------|------------|-------------|-----------|--------------------|
| BETWEEN: San Francisco             | One-W  | ay        |            | Round-      | Trip      |                    |
|                                    | Base   | With      | Surcharge  | Base        | With      | Surcharge          |
|                                    | <u>Fare</u>  | Surcharge | Percentage | <u>Fare</u> | Surcharge | Percentage         |
| (A) And: Sausalito                 |  |           |            |             |           |                    |
| Adult                              | 10.00  | 11.50     | 15.00 %    | 20.00       | 23.00     | 15 00 0/           |
| Child (Age 5-11)                   | 5.75   | 6.75      | 17.40 %    | 11.50       | 13.50     | 15.00 %<br>17.40 % |
| Senior (Age 65+)                   | 5.75   | 6.75      | 17.40 %    | 11.50       | 13.50     | 17.40 %            |
| *Group Adult                       | 9.00   | 10.00     | 12.33 %    | 18.00       | 20.00     | 17.40 %            |
| *Group Child (Age 5-11)            | 5.75   | 6.75      | 17.39 %    | 11.50       | 13.50     | 17.39 %            |
| *Group Senior (Age 65+)            | 5.75   | 6.75      | 17.39 %    | 11.50       | 13.50     | 17.39 %            |
| *Group Wholesale                   | 7.75   | 9.00      | 16.13 %    | 15.50       | 18.00     | 16.13 %            |
| (B) And: Tiburon                   |  |           |            |             |           |                    |
| Adult                              | 10.00  | 11.50     | 15.00 %    | 20.00       | 23.00     | 15.00 %            |
| Child (Age 5-11)                   | 5.75   | 6.75      | 17.40 %    | 11.50       | 13.50     | 15.00 %<br>17.40 % |
| Senior (Age 65+)                   | 5.75   | 6.75      | 17.40 %    | 11.50       | 13.50     | 17.40 %            |
| *Group Adult                       | 9.00   | 10.00     | 12.33 %    | 18.00       | 20.00     | 12.33 %            |
| *Group Child (Age 5-11)            | 5.75   | 6.75      | 17.39 %    | 11.50       | 13.50     | 17.39 %            |
| *Group Senior (Age 65+)            | 5.75   | 6.75      | 17.39 %    | 11.50       | 13.50     | 17.39 %            |
| *Group Wholesale                   | 7.75   | 9.00      | 16.13%     | 15.50       | 18.00     | 16.13 %            |
| Short Hop                          | 2.00   |           |            | 10.00       | 20.00     | 10.15 /0           |
| Commuters (20 tickets)             | 140.00   |           |            |             |           |                    |
| (C) And: Angel Island (See Note 1) |  |           |            |             |           |                    |
| Adult                              | 5.53   | 6.53      | 18.08 %    | 11.06       | 13.06     | 18.08 %            |
| Child (Age 5-11)                   | 2.98   | 3.48      | 16.68 %    | 5.96        | 6.96      | 16.68 %            |
| Senior (Age 65+)                   | 2.98   | 3.48      | 16.68 %    | 5.96        | 6.96      | 16.68 %            |
| *Group Adult                       | 5.10   | 5.60      | 9.80 %     | 10.20       | 11.20     | 9.80 %             |
| *Group Child (Age 5-11)            | 2.55   | 3.05      | 19.61 %    | 5.10        | 6.10      | 19.61 %            |
| *Group Senior (Age 65+)            | 2.55   | 3.05      | 19.61 %    | 5.10        | 6.10      | 19.61 %            |

Note 1 – Angel Island fares do not reflect the current Angel Island entrance fees of \$1.50 per adult ticket and \$1.00 per child ticket or the 15% franchise fee payable to the Angel Island State Park. Total one-way ticket prices including the State Park fees with a \$1.00 fuel surcharge are: Adult - \$9.00, Group Adult - \$8.00, and Group Child and Group Senior - \$4.50; and with a \$0.25 fuel surcharge on the current total fare of \$4.50 for Child & Senior - \$4.75.

Note 2 - Authority to adjust fares by adding a reasonable surcharge over Commission-approved base fares to cover volatile fuel costs under temporary authority initially granted by P.U.C. Resolution TL-19042 issued on June 9, 2004, extended by P.U.C. Resolution TL-19051, further extended for additional years and expanded by Resolution TL-19066 to up to a 20% surcharge and with a further allowance to round upward by five cents, and further extended for additional years by Resolutions TL-19080, TL-19092, TL-19094, TL-19097, TL-19100, TL-19103, TL-19106, and last extended by Resolution TL-19115 approved by the P.U.C. Commission on December 19, 2013 and issued on December 23, 2013. The fuel surcharges over the authorized base fares stated in this Fuel Surcharge Supplement page No. 8 increase the Adult fares for the Sausalito, Tiburon and Angel Island service routes over those stated in Fuel Surcharge Supplement Page No. 8 issued on March 25, 2014 and fall within the allowed cap of 20% over the base fares rounded upward by five cents.

ISSUED: November 24, 2014 EFFECTIVE: December 29, 2014

<sup>\*</sup> Group fares applicable only on 15 or more adult and child fares combined. Tickets must be purchased at least 48 hours prior to the scheduled sailing on which the group will travel. Group tickets must be ordered and paid for as a single purchase, and no refund will be made for any unused group ticket or portion thereof after the trip begins. The entire group purchase is refundable only if cancellation and refund are accomplished at least 24 hours prior to the scheduled departure. Group Wholesale tickets are sold to large volume commercial enterprises such as tour group companies.

#### **EXHIBIT B**

Schedules B1, B1a, B2, B3, B4, B5, B6: Actual Income and Expenses for 2015

| Angel Island Ferry Service                   |               | Schedule  | B1       |
|--|---------------|-----------|----------|
| Income Statement                             | Projected     |           |          |
|  | with increase | Actual    |          |
| For the 12 months ending                     | 12/25/16      | 12/27/15  |          |
|  |               |           |          |
| Operating revenue                            | 620,922       | 655,954   |          |
| Vessel operating expenses                    |               |           |          |
| Crew labor                                   | 180,682       | 181,314   |          |
| Fuel   | 44,641        | 51,113    |          |
| Repairs                                      | 49,232        | 151,543   |          |
| Insurance                                    | 5,234         | 7,628     |          |
| Depreciation                                 | 7,528         | 21,485    | (1)      |
| Supplies                                     | 2,100         | 2,572     |          |
| Total vessel expenses                        | 289,417       | 415,655   |          |
| Non-vessel operating expenses                |               |           |          |
| Contracted services                          | 1,800         | 198       |          |
| Professional services                        | 1,200         | 593       |          |
| Office services                              | 2,020         | 1,318     |          |
| Advertising                                  | 0             | 0         |          |
| Taxes and licenses                           | 5,916         | 7,726     |          |
| Insurance                                    | 0             | 2,250     |          |
| Depreciation                                 | 0             | 0         | (1)      |
| Rent & occupancy                             | 89,360        | 90,918    |          |
| Indirect expenses (facilities and marketing) | 378,765       | 315,972   | _        |
| Total non-vessel expenses                    | 479,061       | 418,975   |          |
| General and administrative                   | 23,150        | 31,438    | (1)      |
| Total expenses                               | 791,628       | 866,068   | -        |
| Net income/(loss)                            | (170,707)     | (210,114) | <u>)</u> |

<sup>(1)</sup> Excludes "excess" depreciation and interest expense related to the Red & White asset purchase

| Angel | Island | Ferry | Service |
|-------|--------|-------|---------|
|-------|--------|-------|---------|

| General and Administrative Expense Allocation   | Schedule B1a   |
|---|--|
| For the 12 months ending December 27, 2015  |  |
| Payroll and related Contracted services Professional fees Office and administration Repairs and maintenance Operations and advertising expenses Utilities Taxes, licenses and insurance Occupancy Depreciation and interest Subtotal administrative costs | 616,183<br>1,052<br>129,892<br>19,294<br>0<br>794<br>0<br>525,511<br>(5,773)<br>468,306<br>1,755,259 |
| Angel Island Ferry Service operating cost ratio   | 1.8%   |
| Allocated to Angel Island Ferry Service   | 31,438   |

| Rate Base                                  | Schedule B2 |
|--|-------------|
| For the 12 months ending December 27, 2015 |             |
|  |             |
| Investment in vessels (schedule B3)        | 235,576     |
| Reserve for depreciation (schedule B4)     | 21,485      |
| Vessels - net                              | 214,091     |
| Other property and equipment (schedule B5) | 0           |
| Working capital (schedule B6)              | 72,172      |
| Total                                      | 286,263     |

Investment in Vessels

Schedule B3

| Vascal          | Cost<br>as of<br>12/27/15 | Additions & (Deletions) | Adjusted<br>Cost at<br>12/27/15 | % Allocated to Angel Island | Allocated<br>to<br>Angel Island |
|-----------------|---------------------------|-------------------------|---------------------------------|-----------------------------|---------------------------------|
| Vessel Zelinsky | 504,012                   | 0                       | 504,012                         | 0.044                       | 22,299                          |
| Rocket Boat     | 1,064,472                 | 0                       | 1,064,472                       | 0.159                       | 169,375                         |
| Monarch         | 424,456                   | 169,442                 | 593,898                         | 0.026                       | 15,432                          |
| Golden Bear     | 353,835                   | 21,228                  | 375,063                         | 0.000                       | 129                             |
| Oski            | 4,117                     | 0                       | 4,117                           | 0.000                       | 1                               |
| Old Blue        | 748,011                   | 462,256                 | 1,210,267                       | 0.002                       | 2,217                           |
| Emperor         | 649,690                   | 59,858                  | 709,548                         | 0.017                       | 12,143                          |
| Ryl Star        | 1,023,043                 | 304,627                 | 1,327,670                       | 0.011                       | 13,982                          |
| Total           | 4,771,636                 | 1,017,411               | 5,789,047                       | _                           | 235,576                         |
| •               | 0                         |                         |                                 |                             |                                 |

Note: assets purchased from Red & White Fleet reflect net book values as of 6/24/97 plus additions made thereafter.

Reserve for Depreciation

Schedule B4

For the 12 months ending December 27, 2015

(accum deprec balances)

|             | (accum deprec balances) |           |            |            |              |
|-------------|-------------------------|-----------|------------|------------|--------------|
|             | 12/28/14                | 12/27/15  |            |            |              |
|             | Beginning               | Ending    |            | Percentage | Amount       |
|             | Period                  | Period    |            | to         | to           |
| Vessel      | Reserve                 | Reserve   | Difference |            | Angel Island |
| Zelinsky    | 879,614                 | 976,496   | 96,882     | 0.044      | 4,286        |
| Rocket Boat | 531,200                 | 614,941   | 83,741     | 0.159      | 13,324       |
| Monarch     | 1,418,347               | 1,499,774 | 81,426     | 0.026      | 2,116        |
| Golden Bear | 517,235                 | 553,462   | 36,227     | 0.000      | 12           |
| Oski        | 551,674                 | 552,469   | 796        | 0.000      | 0            |
| Old Blue    | 643,753                 | 694,167   | 50,414     | 0.002      | 92           |
| Emperor     | 248,733                 | 302,212   | 53,478     | 0.017      | 915          |
| Ryl Star    | 612,285                 | 682,433   | 70,148     | 0.011      | 739_         |
| Total       | 5,402,842               | 5,875,953 | 473,111    | =          | 21,485       |
|             |                         |           |            |            |              |

Other Property & Equipment

Schedule B5

For the 12 months ending December 27, 2015

| Description | Cost<br>Basis | Additions<br>&<br>(Deletions) | Adjusted<br>Cost at<br>12/27/15 | Reserve<br>at<br>Mid Year | Net<br>Investment |
|-------------|---------------|-------------------------------|---------------------------------|---------------------------|-------------------|
| Gangway     | 18,179        | 0                             | 18,179                          | 18,179                    | 0                 |
|             |               |                               |                                 |                           | 0                 |

Working Capital

Schedule B6

For the 12 months ending December 27, 2015

| Vessel and non-vessel operating expenses (schedule B1)  | 834,630 |
|---|---------|
| Administrative and general expenses (schedule B1)       | 31,438  |
| Total   | 866,068 |
| Allocated to Angel Island Ferry Service @ 1/12 of total | 72,172  |

## **EXHIBIT C**

Schedules C1, C1a, C2, C3, C4, C5, C6: Projected Income and Expenses for 2016 For the year ended December 25. 2016

| For the year ended December 25, 2016  | with<br>fare increase   | without<br>fare increase  |
|---|---|---|
| Operating revenue   | 620,922   | 492,913   |
| Vessel operating expenses Crew labor Fuel Repairs Insurance Depreciation Supplies Total vessel expenses  Non-vessel operating expenses Contracted services Professional services Office services Direct advertising Taxes and licenses Depreciation | 180,682<br>44,641<br>49,232<br>5,234<br>7,528 (1)<br>2,100<br>289,417<br>1,800<br>1,200<br>2,020<br>0<br>5,916<br>0 (1)<br>89,360 | 180,682<br>44,641<br>49,232<br>5,234<br>7,528 (1)<br>2,100<br>289,417<br>1,800<br>1,200<br>2,020<br>0<br>5,916<br>0 (1)<br>70,938 |
| Rent & occupancy<br>Indirect expenses (facilities and marketing)<br>Total non-vessel expenses   | 378,765<br>479,061  | 378,765<br>460,639  |
| General and administrative  | 23,150 (1)  | 23,150 (1)  |
| Total expenses  | 791,628   | 773,206   |
| Net income/(loss)   | (170,707)   | (280,293)   |

<sup>(1)</sup> Excludes "excess" depreciation and interest expense related to the Red & White asset purchase

| Angel Island Ferry Service General and Administrative Expense Allocation  | Schedule C1a   |
|---|--|
| For the year ended December 25, 2016  |  |
| Payroll and related Contracted services Professional fees Office and administration Repairs and maintenance Operations and advertising expenses Taxes, licenses and insurance Occupancy Depreciation and interest Subtotal administrative costs | 599,054<br>0<br>160,777<br>45,564<br>0<br>0<br>252,213<br>18,600<br>351,175<br>1,427,383 |
| Angel Island Ferry Service operating cost ratio   | 1.6%   |
| Allocated to Angel Island Ferry Service   | 23,150   |

| Rate Base                                  | Schedule C2 |
|--|-------------|
| For the year ended December 25, 2016       |             |
| Investment in vessels (schedule C3)        | 94,569      |
| Reserve for depreciation (schedule C4)     | 7,528       |
| Vessels - net                              | 87,042      |
| Other property and equipment (schedule C5) | 0           |
| Working capital (schedule C6)              | 65,969      |
| Total                                      | 153,011     |

# Angel Island Ferry Service Investment in Vessels

Schedule C3

| Vessel                  | Cost<br>as of<br>12/27/15<br>504,012 | Additions & Deletions | Projected<br>Cost at<br>12/25/16<br>504,012 | % Allocated<br>to<br>Angel Island<br>0.023 | Allocated<br>to<br>Angel Island<br>11,596 | Prior Value 22,299 | Revision (10,702) |
|-------------------------|--------------------------------------|-----------------------|---|--|---|--------------------|-------------------|
| Zelinsky<br>Rocket Boat | 1,064,472                            | 0                     | 1,064,472                                   | 0.000                                      | 0   | 169,375            | (169,375)         |
| Monarch                 | 593,898                              | 0                     | 593,898                                     | 0.040                                      | 23,930                                    | 15,432             | 8,498             |
| Golden Bear             | 375,063                              | 0                     | 375,063                                     | 0.000                                      | 0   | 129                | (129)             |
| Oski                    | 4,117                                | 400,000               | 404,117                                     | 0.000                                      | 0   | 1                  | (1)               |
| Old Blue                | 1,210,267                            | 127,000               | 1,337,267                                   | 0.000                                      | 0   | 2,217              | (2,217)           |
| Emperor                 | 709,548                              | 60,000                | 769,548                                     | 0.000                                      | 0   | 12,143             | (12,143)          |
| Ryl Star                | 1,327,670                            | 0                     | 1,327,670                                   | 0.044                                      | 59,043                                    | 13,982             | 45,061            |
| Total                   | 5,789,047                            | 587,000               | 6,376,047                                   | =  | 94,569                                    | 235,576            | (141,007)         |

# **Angel Island Ferry Service**Reserve for Depreciation

Schedule C4

For the year ended December 25, 2016

|             | Adjusted<br>Cost at | Beginning<br>Period | Ending<br>Period |            | Percentage<br>to | Amount<br>to | Prior  |          |
|-------------|---------------------|---------------------|------------------|------------|------------------|--------------|--------|----------|
| Vessel      | 12/25/16            | Reserve             | Reserve          | Difference | Angel Island     |              | Value  | Revision |
| Zelinsky    | 504,012             | 976,496             | 1,072,171        | 95,675     | 0.023            | 2,201        | 4,286  | (2,085)  |
| Rocket Boat | 1,064,472           | 614,941             | 698,681          | 83,741     | 0.000            | 0            | 13,324 | (13,324) |
| Monarch     | 593,898             | 1,499,774           | 1,543,194        | 43,420     | 0.040            | 1,750        | 2,116  | (366)    |
| Golden Bear | 375,063             | 553,462             | 590,882          | 37,421     | 0.000            | 0            | 12     | (12)     |
| Oski        | 404,117             | 552,469             | 558,452          | 5,983      | 0.000            | 0            | 0      | 0        |
| Old Blue    | 1,337,267           | 694,167             | 759,497          | 65,330     | 0.000            | 0            | 92     | (92)     |
| Emperor     | 769,548             | 302,212             | 361,741          | 59,529     | 0.000            | 0            | 915    | (915)    |
| Ryl Star    | 1,327,670           | 682,433             | 762,866          | 80,433     | 0.044            | 3,577        | 739    | 2,838    |
| Total       | 6,376,047           | 5,875,953           | 6,347,486        | 471,532    | _                | 7,528        | 21,485 | (13,957) |

Other Property & Equipment

Schedule C5

For the year ended December 25, 2016

| Description | Cost<br>Basis | Additions<br>&<br>Deletions | Adjusted<br>Cost at<br>12/25/16 | Reserve<br>at<br>Mid Year | Net<br>Investment |
|-------------|---------------|-----------------------------|---------------------------------|---------------------------|-------------------|
| Gangway     | 18,179        | 0                           | 18,179                          | 18,179                    | 0                 |
|             |               |                             |                                 |                           | 0                 |

# **Angel Island Ferry Service**Working Capital

Schedule C6

For the year ended December 25, 2016

| Vessel and non-vessel operating expenses (schedule C1)  | 768,478 |
|---|---------|
| Administrative and general expenses (schedule C1)       | 23,150  |
| Total   | 791,628 |
| Allocated to Angel Island Ferry Service @ 1/12 of total | 65,969  |

## **EXHIBIT D**

Appendix D: Chart of One-way Ticket Sales 2012 – 2015 and Projected for 2016

One-way Ticket Sales

Appendix D

|           | 2012   | 2013   | 2014   | 2015    | 2016 (1) |
|-----------|--------|--------|--------|---------|----------|
| Period 1  | 2,250  | 2,337  | 2,745  | 3,466   | 2,773    |
| Period 2  | 2,421  | 2,818  | 1,918  | 3,677   | 2,758    |
| Period 3  | 2,307  | 3,935  | 3,925  | 5,363   | 5,899    |
| Period 4  | 4,455  | 17,335 | 17,297 | 19,083  | 17,175   |
| Period 5  | 18,104 | 9,402  | 11,978 | 10,838  | 9,754    |
| Period 6  | 9,556  | 11,276 | 11,830 | 11,838  | 11,838   |
| Period 7  | 13,104 | 12,537 | 15,090 | 20,269  | 20,269   |
| Period 8  | 9,002  | 8,774  | 10,274 | 12,875  | 12,875   |
| Period 9  | 7,835  | 7,162  | 9,763  | 11,778  | 12,367   |
| Period 10 | 7,152  | 7,481  | 6,968  | 11,010  | 6,968    |
| Period 11 | 2,004  | 1,390  | 2,045  | 1,710   | 1,636    |
| Period 12 | 1,195  | 1,765_ | 799    | 1,249   | 799      |
| Total     | 79,385 | 86,212 | 94,632 | 113,156 | 105,111  |

<sup>(1)</sup> projected

2015

## **EXHIBIT E**

Blue & Gold Fleet, L.P.'s Financial Statement as of December 27, 2015

#### Blue & Gold Fleet L.P.

as of December 27, 2015 (audited)

#### ASSETS

| Cash, cash equivalents and restricted cash | 3,236,461  |
|--|------------|
| Accounts receivable, net                   | 810,611    |
| Inventories                                | 45,173     |
| Prepaid expenses                           | 281,928    |
| Tropala expenses                           | 201,920    |
| Total current assets                       | 4,374,173  |
|  | .,0, 0     |
| Fixed assets, net                          | 5,607,910  |
| Other assets, net                          | 162,042    |
|  |            |
| Total assets                               | 10,144,125 |
|  |            |
| LIABILITIES & PARTNERS' CAPITAL            |            |
|  |            |
| Short term borrowings - line of credit     | 0          |
| Notes payable, current portion             | 0          |
| Accounts payable and accrued expenses      | 4,549,227  |
| Payable to affiliate                       | 2,150,000  |
| Litigation settlement                      | 0          |
| Charter deposits and deferred revenue      | 213,527    |
|  | 210,021    |
| Total current liabilities                  | 6,912,754  |
|  |            |
| Notes payable, long term                   | 0          |
|  |            |
| Total liabilities                          | 6,912,754  |
| Partners' deficit                          | 3,231,371  |
| , artifold definit                         | 3,231,371  |
| Total liabilities and partners' deficit    | 10,144,125 |
|  | 2,,.       |